

Message Text

UNCLASSIFIED

PAGE 01 MANILA 00774 171150Z

53

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 /019 W

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R 170936Z JAN 75

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO AMEMBASSY SINGAPORE

SECSTATE WASHDC 9914

UNCLAS MANILA 0774

USDOC FOR HORRIDGE

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJ: PROCESS CONTROLS USA -- PROCUREMENT

REF: A. MANILA 0461; B. USDOC 0785

1. MARDONIO SANTOS, PRESIDENT OF AMERESCO, PHONE JANUARY 16 TO SAY THAT HE HAS JUST RECEIVED WERTHEIMER'S LETTER DATED JANUARY 3 REGARDING SUBJECT SHOW. SANTOS WAS SKEPTICAL ABOUT MARKETABILITY OF ITEMS SUGGESTED BY WERTHEIMER, PRINCIPALLY VALVES. WHEN COMATT POINTED OUT THAT WERTHEIMER WAS OFFERING TO FUND PARTICIPATION, AND THERE WAS INDEED GOOD MARKET FOR VALVES, SANTOS SAID HE WOULD GIVE MATTER FURTHER CONSIDERATION.

2. WE FOLLOWED UP WITH SANTOS ON JANUARY 17 BUT HE WAS REPORTED ON SALES TRIP OUT OF TOWN. USDOC 785 REPORTS WERTHEIMER NOW OFFERING TO PICK UP ONLY HALF OF FEE. GIVEN TIGHT MONEY HERE AND SANTOS' FRAME OF MIND, DOUBTFUL SANTOS WILLING TO CONTRIBUTE HALF OF FEE.

3. RE HEWLETT-PACKARD, BENNY YALUNG OF ELECTROMEX, POSED FOLLOWING QUESTIONS. WHAT ITEMS WERE AVAILABLE FROM HEWLETT-PACKARD FOR EXHIBIT, AND HOW MUCH HEWLETT-PACKARD WAS WILLING TO CONTRIBUTE TOWARD BOOTH FEE? YALUNG WAS INTERESTED IN PROMOTING HEWLETT-PACKARD BUT WANTED ANSWERS TO THESE QUESTIONS. HE IS WRITING LETTER, UNCLASSIFIED

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BUT IN INTEREST OF TIME WE ARE TRANSMITTING HIS VIEWS FOR

FOLLOWUP WITH HEWLETT-PACKARD.
SULLIVAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 17 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750018-1056
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Handling Restrictions: n/a
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Legacy Key: link1975/newtext/t19750142/aaaablex.tel
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Original Previous Classification: n/a
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